

## Message Text

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PAGE 01 MOSCOW 11469 140759Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
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R 140720Z AUG 75  
FM AMEMBASSY MOSCOW  
TO SECSTATE WASHDC 3319  
INFO USDOC WASHDC

C O N F I D E N T I A L MOSCOW 11469

USDOC FOR BEWT/USSR AND BEWT/TDAD

E. O. 11652: GDS  
TAGS: ETRD, EEWT, UR,US  
SUBJ: ACTIVITIES OF FTO "VNESHTEKHNIKA"

REF: MOSCOW 10798

1. ONE ASPECT OF ACTIVITIES OF FOREIGN TRADE ORGANIZATION  
"VNESHTEKHNIKA" WHICH RECENTLY CAME TO ATTENTION OF COMMERCIAL  
OFFICE AND WHICH MIGHT BE OF INTEREST FOR U.S. COMPANIES  
INVOLVES CONSTRUCTION IN USSR OF PILOT PLANTS AND/OR TEST  
FACILITIES. VNESHTEKHNIKA'S INVOLVEMENT IN THIS TYPE OF  
ACTIVITY IS IMPLIED IN DESCRIPTION OF VNESHTEKHNIKA'S OPERATIONS  
CONTAINED IN USSR CHAMBER OF COMMERCE AND INDUSTRY'S HANDBOOK  
ON FTO'S (SEE  
EFTEL).

2. CASE IN POINT INVOLVES PILOT PLANT FOR TREATMENT OF HIGH-  
PARAFFIN CRUDE OIL PRODUCED AT MANGYSHLAK FIELD (KAZAKHSTAN).  
TO DATE, TRANSPORTATION OF THIS CRUDE HAS REQUIRED USE OF  
HEATED PIPELINE SINCE CRUDE SHOWS TENDENCY TO SOLIDIFY BELOW  
96 DEGREES F. IN EFFORT OVERCOME THIS PROBLEM, SOVIETS  
CONTACTED SEVERAL FOREIGN OIL COMPANIES WITH EXPERIENCE IN  
HANDLING HIGH-PARAFFIN CRUDES, IN PARTICULAR BURMAH OIL,  
WHICH HAD SOLVED SIMILAR PROBLEM WITH CRUDE FROM ITS ASSAM  
FIELD. VNESHTEKHNIKA CONCLUDED CONTRACT WITH BURMAH OIL  
SUBS DIARY PETROCARBON (MANCHESTER) UNDER WHICH PETROCARBON  
DESIGNED AND CONSTRUCTED SMALL PILOT PLANT, WHICH HAS BEEN  
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PAGE 02 MOSCOW 11469 140759Z

RUNNING FOR 18 MONTHS AT MANGYSHLAK. VALUE OF CONTRACT WAS

ABOUT DOLLARS 250,000. PILOT PLANT HAS PROVEN QUITE SUCCESSFUL, AND SOVIETS ARE NOW PREPARING FOR NEGOTIATION OF CONTRACT, IN THIS CASE THROUGH FTO MASHINOIMPORT, FOR FULL-SCALE PLANT VALUED AT ABOUT DOLLARS 70 MILLION. NEGOTIATIONS ARE DUE TO BEGIN SHORTLY. COMMERCIAL OFFICE UNDERSTANDS THAT UNION OIL OF CALIFORNIA, WHICH ALSO HAS EXPERIENCE WITH HIGH-PARAFFIN CRUDES, WAS INTERESTED IN THIS PROJECT, BUT UNION'S PROCESS WAS MUCH MORE COMPLICATED THAN THAT OFFERED BY PETROCARBON,

AND PLANT WOULD HAVE BEEN MORE COSTLY.

3. COMMENT: THIS CASE IS INTERESTING EXAMPLE OF HOW VNESHTEKHNIKA OPERATIONS CAN ADD ELEMENT OF FLEXIBILITY TO SOVIET FOREIGN TRADE SYSTEM. SOVIET PLANS TO CONSTRUCT PILOT PLANT FOR UDOKAN COPPER FIELD, FOR INSTANCE, MAY WELL BE HANDLED BY VNESHTEKHNIKA, AND COMMERCIAL OFFICE WILL USE APPROPRIATE OPPORTUNITY TO PROBE ON THIS POINT.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE, GOVERNMENT AGENCIES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 AUG 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** KelleyW0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975MOSCOW11469  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D750280-1020  
**From:** MOSCOW  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750853/aaaabuho.tel  
**Line Count:** 79  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 MOSCOW 10798  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** KelleyW0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 11 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <11 JUN 2003 by ShawDG>; APPROVED <28 OCT 2003 by KelleyW0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ACTIVITIES OF FTO "VNESHTEKHNIKA"  
**TAGS:** ETRD, EEWT, BBAK, UR, US, VNESHTEKHNIKA  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006